

Message Text

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FM AMCONSUL HONG KONG

TO SECSTATE WASHDC 0665

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FOR COMMERCE

E.O. 11652: N/A

TAGS: BEXP, HK

SUBJECT: IN-STORE PROMOTION, AMERICAN FORTNIGHT IN HONG KONG, 1973

REF: A) HK A-70; B) USDOC 4192; C) HK 3139.

1. THE CRANE STORE HAS NOW GIVEN US THE NAMES OF 15 NEW US SUPPLIERS WHICH HAVE BEEN ACQUIRED FOR INCREMENTAL PURCHASES AS A RESULT OF THE AMERICAN FORTNIGHT EFFORT. THEIR NAMES AND ADDRESSES AND THE TYPES OF PRODUCTS WHICH THEY SELL FOLLOW:

NAME OF SUPPLIERS	ADDRESS	MERCHANDISE
HERITAGE MILLS	255 FIFTH AVE., NEW YORK, N.Y. 10016	BED SPREADS
DENNISON NATIONAL	505 S. 7TH AVE., CITY OF IND. CALIF. 91749	STATIONERY
CASUAL OF CALIF.	15000 SO. BROADWAY, GARDENA, CALIF. 90247	LAMPS
SYNTHETIC PLASTICS	323 W. 39TH ST., NEW YORK, N.Y. 10018	PLASTIC NOVELTIES, INC.
WEBSTER IND. INC.	58 PULASKI ST., PEABODY, MASS. 01960	PLASTIC
VARSITY RUG CO.	P.O. BOX 1392, DALTON, GEORGIA 30720	CARPET
JERRIS-MOUNDS, INC.	1730 CLENEAY AVE., CINCINNATI, OHIO 45212	PLASTIC
VANGHAN MFG. CO.	900 N. KILPATRICK AVE., CHICAGO, ILL. 60651	PLASTIC

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H. C. COOK CO. 28 BEAVER ST. ANSONIA, CLIPPERS

CONNECTICUT 06401

UNITED STATES 4444 AYERS AVE., HOUSEWARE
CONSUMER PRODUCTS LOS ANGELES, CAL. 90023
METALCO IND. 258 HERRICKS RD., METAL
MINEOLA, N.Y. 11501
HEIRLOOM MILLS P.O. BOX 849, DALTON, CARPET
GA. 30720
ATLANTIC CAN CO. 101 SEVENTH ST., METAL
PASSAIC, N.J. 07055
THE E. F. SALES CO. 75 GARDEN DR. EAST MUGS
PROVIDENCE, R.I.
BROCKWAY GLASS CO., CLARKSBURG, W. VA. GLASS
INC. 26301

2. ADDITIONALLY, MICHAEL WANG, DIRECTOR OF THE NO. 1 DEPARTMENT
STORE AND ASSISTANT GENERAL MANAGER OF THE CRANE GROUP, HAS
INFORMED US THAT PURCHASES FROM THEIR LOS ANGELES BUYING AGENT,
THE ORIENT HOUSE, JUMPED 128 PERCENT FROM US\$140,000 TO \$320,000 AS
A RESULT OF THE FORTNIGHT. HE ALSO SAID THAT HE IS STILL
ATTEMPTING TO ASCERTAIN THE NAMES OF COMPANIES FROM WHICH THE
ORIENT HOUSE PURCHASED INCREMENTALLY, GOODS IN CRANE'S BEHALF IN 1973
FOR
AND PRIOR TO THE FORTNIGHT PROMOTION.

3. THE ABOVE APPEARS TO GIVE AMPLE JUSTIFICATION TO PAY THE FINAL
\$1,000 TO THE CRANE STORES PROOF OF ALL INCREMENTAL PURCHASES
IS IN HAND, BUT THE CONGEN REQUESTS COMMERCE'S CONCURRENCE.
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